FINANCIAL NEWS

Collins scores 27% gain in 2nd- quarter net

LOS ANGELES—Collins Foods has scored a 27% increase in net income to $3.5 million for the second quarter ended Oct. 31, up from $2.7 million for the same period a year ago.

Sales for the period were $82.2 million, up 9% over last year's second quarter.

For the six months ended Oct. 31, net income increased to $6.7 million from $5.1 million a year ago. Revenues rose from $140.3 million to $170.2 million in the comparable periods.

Chairman and ceo James A. Collins credited his company's performance thus far this year to substantial increases in average unit sales, combined with higher profit margins created by economies of scale, improved commodity purchase prices and better store controls.

At the end of the second quarter the company operated or licensed 438 Sizzler Family Steak Houses and operated 198 Kentucky Fried Chicken stores and five Collins Foodservice distribution centers.

Meanwhile, Sizzler Restaurants International Inc., of which Collins Foods retained 72% ownership when taking the subsidiary public on Nov. 3, has posted a second-quarter increase of 106% in net income in its second quarter, also ended Oct. 31.

Sizzler president Thomas L. Gregory reported net income in the period was $1.4 million, compared with $682,000 in the second quarter last year. Revenues increased 14% to $31.2 million from $27.4 million.

For the six months ended Oct. 31, net income increased 137% to $2.8 million.

Gregory indicated the gain in operating income was primarily attributable to increased customer counts and revenues, as well as marketing strategies.

At the end of the second quarter Sizzler operated 132 and licensed 306 Sizzler Family Steak Houses.

Carl Karcher posts 3rd-qtr. earnings gain

ANAHEIM, Calif.—Carl Karcher Enterprises Inc. has posted a 52% gain in earnings to $2.4 million for the third quarter ended Nov. 5 compared to the same period last year. Sales for the period were $55.7 million compared with $47.5 million the preceding year.

The company's 328-unit Carl's Jr. fast-food chain, which operates in California, Nevada and Arizona also reported a 62% gain in net income for the 40 weeks ended Nov. 5, or $7.5 million on sales of $175.3 million. Not counting income from the sale of the company's remaining Taco de Carlos restaurants the 40-week earnings gain was 51%, from $4.7 million in the like period of 1981.

President Donald F. Karcher indicated sales increases in the third quarter were not a result of menu price increases. "Real growth in sales on average unit volumes on a same-store basis were up 7.5% and new stores opened produced volumes considerably higher than previously existing stores."

Since January 1978 the company has opened 135 Carl's Jr. units and plans to open about 50 more in its present market.

Food-service chain stock analysis table

Name	Symbol	STOCK PRICE: Two Weeks Ended Dec. 31 High	Low	Close	Change Amt.	Change Pct.	52-Week High	52-Week Low	TREND TO MARKET: Price Trend (% per day) Last 30 Days	Price Trend Last 5 Days	Volume Trend (% per day) Last 30 Days	Volume Trend Last 5 Days	EARNINGS/SHARE: Last Fiscal Year	Latest 12 Months vs Preceding 12 Months Change Amt.	Change Pct.	5-Year Annual Growth Rate	Profit Margin	P/E: Latest P/E Ratio	DIVIDENDS: Indicated Dvd. Rate Amt.	Yield	Last X-Dvd. Date	FINANCIAL POSITION: Last Fiscal Year Revenue	Earnings	Current Ratio	Last Fiscal Year (Per Share) Long Term Debt	Common Stock Equity	Last Balance Sheet Date
—	—	$	$	$	$	%	$	$	%	%	%	%	$	$	%	%	%	—	$	%	—	$ Mil.	$ Mil.	—	$	$	—
Aca Los A Res	ALAR	5.88	5.75	5.75	-.38	-6.12	7.88	3.50	-1.14	-.61	3.23	14.82	.05	-.42 F	-89.3	-16.0	.3	115.0	.00	.0	01-06-81	27.7	1.2	2.4	5.69	2.90	1081
Am Motor Inns	INN	27.75	25.88	26.88	1.13	4.37	30.50	12.00	.08	-.99	-2.82	11.95	2.10	.45 Q	25.4	29.0	7.0	12.1	.25	.9	12-26-82	161.4	11.3	1.6	15.08	13.00	0782
ARA Services	ARA	36.25	34.25	35.25	.25	.71	36.25	23.50	.32	-.46	1.73	19.83	3.43	-.57 F	-14.2	-2.0	1.4	10.3	2.00	5.7	11-24-82	2915.9	45.1	1.2	21.04	44.21	0981
Assoc Hosts	AHST	9.13	7.63	9.13	1.63	21.67	9.13	5.00	1.06	.83	.94	-3.02	.58	-.08 F	-12.1	-11.0	2.2	15.7	.12	1.3	12-06-82	79.9	2.1	1.5	6.40	7.04	0981
Beefsteak Char	BCS	6.50	5.50	5.88	-.63	-9.62	8.25	2.88	-.83	-1.06	-5.16	3.91	.62	.16 N	25.3	33.0	2.4	7.4	.00	.0	00-00-00	86.2	2.1	1.2	1.49	3.09	1081
Bob Evans Farms	BOBE	36.50	36.25	36.25	1.25	3.57	38.75	19.53	.72	-.45	.09	61.37	1.45	.08 S	5.9	23.0	7.9	25.3	.40	1.1	11-05-82	173.4	13.7	1.7	.00	6.90	0482
Bonanza Intl Inc	BNZA	3.38	3.25	3.25	.00	.00	3.75	1.06	-.08	-1.28	-3.90	.80	-3.33	-.69 N	NE	-62.0	-61.8	NE	.00	.0	00-00-00	24.1	14.9	1.2	11.24	1.50	1281
Brock Hotel Cp	BHC	9.00	7.50	8.75	.50	6.06	17.50	7.50	-1.11	-.71	5.00	-14.04	.59	.30 N	73.1	23.0	4.3	12.3	.10	1.1	09-27-82	165.1	7.1	1.2	11.01	3.90	1281
Cainy Food	CLNY	11.75	10.25	11.00	1.00	10.00	11.75	4.91	1.90	-2.50	6.45	-25.40	.74	.50 N	119.0	9.0	3.2	12.0	.12	1.1	11-24-82	37.0	1.2	.6	1.01	1.51	0282
Carrols Develop	CRL	11.25	10.25	10.50	-.13	-1.18	12.50	4.13	.48	-1.48	-1.45	-2.02	.66	.52 Q	126.8	21.0	1.9	11.3	.09	.9	12-24-81	68.6	1.3	.6	9.82	5.99	0582
Chart House	CHHO	25.75	24.50	25.00	.25	1.01	28.13	15.88	-.41	-1.30	-1.08	-21.12	2.03	.16 N	8.2	13.0	5.0	11.9	.60	2.4	12-27-82	353.9	17.7	.9	14.53	10.14	1281
Chi-Chis	CHIC	25.25	20.88	23.88	3.28	15.93	25.25	7.41	1.00	-.15	2.44	-7.74	.37	.18 S	60.0	26.0	11.1	49.7	.00	.0	12-20-82	14.9	2.1	3.1	.74	.82	0481
Ch Full O Nut	CHF	14.38	13.13	13.50	-.50	-3.57	18.25	9.25	.04	-1.28	-1.21	22.35	.34	-.23 Q	-38.3	-13.0	1.4	36.5	.40	3.0	12-09-82	115.8	1.6	3.1	.43	5.97	0782
Churchs Fr Ch	CHU	37.00	35.63	36.25	-.50	-1.36	40.75	25.00	-.40	-.24	-2.39	29.72	3.52	-.06 N	-1.7	16.0	10.8	10.6	1.00	2.8	10-25-82	412.1	44.6	1.9	1.02	15.25	1281
Cindys Inc	CNDYC	3.88	3.75	3.75	.00	.00	3.88	2.63	.23	-.93	2.96	-12.02	-.06	1.37 F	NE	NE	-.6	NE	.00	.0	00-00-00	17.0	-.1	.0	7.17	.29	1281
Collins Foods	CF	20.50	19.50	19.88	-.50	-2.45	22.63	8.53	-.01	-.54	-1.16	2.64	1.69	.50 S	33.1	15.0	3.2	9.9	.24	1.2	12-23-82	298.0	9.6	1.3	7.44	10.69	0482
Consul Corp	CNSL	11.75	10.88	11.38	.38	3.41	11.88	5.25	.78	-.37	-.50	-18.10	.00	-.08 Q	-88.8	NE	.0	-137.5	.00	.0	00-00-00	17.6	.0	.7	2.21	2.88	0582
Cracker Barrel	CBRL	21.00	18.75	21.00	2.00	10.53	22.50	7.25	.42	.80	-1.49	14.71	1.03	.05 Q	4.6	19.0	3.7	18.6	.00	.0	00-00-00	35.4	1.3	1.9	5.35	6.69	0782
Dennys Inc	DEN	32.63	30.50	32.13	-.50	-1.53	36.88	18.34	-.24	.74	.19	-70.96	2.47	.40 Q	18.6	9.0	3.9	12.6	.64	2.0	12-07-82	955.7	36.8	1.4	15.81	15.02	0682
Dunkin Donuts	DUNK	25.75	25.00	25.75	1.75	7.29	28.38	11.13	-.20	-.41	-2.02	-20.15	2.10	.28 F	15.3	19.0	8.8	12.3	.36	1.4	11-05-82	68.7	5.7	1.3	11.44	10.61	1081
Frischs	FRS	14.50	13.75	14.13	.00	.00	14.50	7.09	.46	-1.19	4.32	13.30	1.80	.10 Q	6.2	16.0	3.8	8.3	.40	2.8	11-29-82	101.0	3.8	1.5	6.23	13.58	0582
Godfathers Pizza	GFPZ	16.25	15.50	15.63	-.75	-4.58	17.13	9.63	.20	-1.28	-3.74	12.20	.58	.63 N	NC	130.0	16.0	24.8	.00	.0	00-00-00	33.8	5.4	2.0	.76	1.01	1281
Hambrg Hamlet	HAMB	6.00	6.00	6.00	-.25	-4.00	8.25	5.00	.02	-.43	3.47	-78.57	1.35	.60 Q	111.1	-9.0	3.2	5.3	.00	.0	00-00-00	31.6	1.0	.7	20.45	13.07	0382
Hardwicke	HAWK	1.00	1.00	1.00	.00	.00	4.38	1.00	-1.02	.00	.53	-40.96	-2.22	-5.08 N	-336.8	-63.0	-11.4	NE	.00	.0	00-00-00	30.6	-3.5	1.4	18.38	8.12	0981
Hilton Hotels	HLT	48.00	45.75	46.63	.25	.54	52.00	27.63	.19	-.85	-2.26	34.68	4.22	-.65 N	-15.7	20.0	20.9	13.4	1.80	3.9	12-13-82	539.3	112.6	2.0	4.48	19.98	1281
Holiday Inns	HIA	37.00	33.50	37.00	3.50	10.45	38.75	23.75	-.15	.39	3.21	-9.97	3.66	.57 N	20.1	22.0	7.8	10.9	.80	2.2	12-13-82	1765.1	137.4	.8	20.99	25.33	1281
Holiday Inns A	HIA A	55.00	53.00	55.00	4.25	8.37	55.50	36.00	-.09	1.19	11.48	.00	NA	NA	NA	NA	NA	NA	.00	.0	00-00-00	NA	NA	NA	NA	NA	NA
Horn & Hardart	HOR	24.25	22.00	23.38	.38	1.63	25.63	9.22	.24	-.78	.58	-24.39	.95	.05 N	5.5	30.0	2.7	24.6	.00	.0	09-27-82	166.1	4.5	1.7	11.45	6.30	1281
Hungry Tiger	HTIG	9.25	7.75	9.00	1.00	12.50	9.25	4.00	.30	-.14	.37	-53.17	.78	.11 F	16.4	38.0	3.8	11.5	.00	.0	11-15-82	55.9	2.1	.6	4.91	5.57	0882
Imperial Grp	IMT	1.94	1.75	1.75	-.19	-9.68	2.00	1.25	-.32	-1.08	8.57	-10.00	.24	.00 F	.0	2.0	2.0	7.3	.14	8.0	09-28-82	8462.9	171.0	1.1	.65	2.08	1081
Intl Dairy Queen	INDQ	23.75	20.75	20.75	-3.50	-14.43	24.50	9.25	-.01	-3.37	-.37	22.79	1.72	.44 N	27.1	38.0	6.1	10.1	.00	.0	00-00-00	91.3	5.6	1.1	9.68	5.82	1181
Int King Tab	IKNG	9.13	9.00	9.00	.38	4.35	10.25	1.75	.50	-.43	-2.65	12.13	.33	1.22 Q	NE	-21.0	1.4	18.8	.00	.0	10-09-79	36.6	.5	.3	4.09	3.77	0682
JBs Rest	JBBB	10.75	10.00	10.38	-.88	-7.78	11.75	3.75	.26	-.59	5.34	-42.56	.93	.30 F	47.6	3.0	3.5	11.2	.16	1.5	10-29-82	36.4	1.1	.9	5.18	5.01	0981
Jerrico Inc	JERR	26.00	25.00	25.88	.50	1.97	29.38	15.63	-.44	.09	-1.67	47.57	1.75	-.12 Q	-6.6	23.0	5.1	15.3	.12	.5	11-05-82	425.5	21.8	.9	3.64	11.24	0682
Kapok Tr Inns	KTI	4.38	4.13	4.38	.00	.00	4.50	3.00	.74	.23	.44	-9.30	-.37	-.13 F	NE	-31.0	-6.1	NE	.00	.0	00-00-00	13.8	-.4	3.1	1.93	5.84	0981
Kelly-Johnston	KEJO	21.13	19.88	20.00	-2.00	-9.09	24.50	9.34	.58	-1.62	2.55	5.14	.59	.14 S	30.4	106.0	8.4	33.3	.00	.0	10-13-82	17.9	1.5	.9	.89	4.40	0382
Karcher Carl	CARL	20.75	19.75	20.50	.75	3.80	22.50	8.88	-.12	-.79	2.80	-8.71	1.51	1.78 N	NC	17.0	3.4	11.5	.00	.0	00-00-00	200.6	6.9	1.9	6.43	8.34	0182
Lubys Cafe	LUB	39.50	37.50	37.50	-1.50	-3.85	40.75	24.50	.15	-1.46	-1.62	30.54	1.69	.24 Q	15.8	21.0	9.1	21.4	.60	1.6	12-13-82	127.3	11.6	1.9	.80	8.49	0882
Marcus Corp	MRCS	8.88	8.50	8.75	.25	2.94	9.25	5.00	-.29	-.88	.83	-36.70	1.13	-.09 S	-7.3	3.0	5.7	7.7	.00	.0	08-24-81	103.8	5.9	.8	2.98	9.76	0582
Marriott Corp	MHS	58.13	56.25	57.88	-.25	-.43	61.88	32.00	.11	-.05	.56	2.47	3.20	.29 N	9.5	29.0	4.3	17.3	.36	.6	12-20-82	2000.3	86.1	.9	23.23	16.12	1281
McDonalds Cp	MCD	59.50	56.50	59.50	1.38	2.37	65.63	38.69	-.29	.44	2.19	5.88	4.36	.65 N	15.4	18.0	10.7	12.2	.88	1.5	10-15-82	2477.2	264.8	.5	15.35	22.73	1281
Morrison Inc	MORR	17.00	15.50	17.00	1.00	6.25	17.25	8.13	.21	1.03	1.93	25.93	1.16	.29 Q	30.5	8.0	4.1	13.7	.36	2.1	01-03-83	364.3	15.1	1.4	2.95	7.90	0582
Mr Steak	MSST	2.50	2.25	2.38	-.13	-5.00	3.38	1.75	.37	-.41	-1.17	-23.42	-.98	-1.20 F	-545.4	-29.0	-2.9	NE	.00	.0	05-29-80	55.7	.3	1.4	3.45	4.70	0981
Nathans	NATH	2.25	1.88	1.88	.25	15.38	2.25	.59	1.97	-1.63	4.94	2.77	.03	.79 Q	NE	NE	.6	46.9	.00	.0	09-09-82	16.7	.1	.5	.10	1.73	0382
Naugles Inc	NAUG	18.50	17.00	18.50	1.00	5.71	21.50	6.84	.05	.64	4.22	-31.39	.78	.83 Q	NC	48.0	3.9	22.3	.00	.0	11-01-82	55.8	2.2	.4	8.04	2.73	0682
Oakbrook Cons	OKCO	14.00	14.00	14.00	.00	.00	14.00	9.00	-.09	-.46	-8.26	-8.33	1.74	-.83 N	-47.9	3.0	1.3	15.6	.32	2.3	09-13-82	133.4	1.7	.8	5.60	13.02	0981
Orange-co	OJ	4.75	4.38	4.75	.13	2.70	11.13	4.38	-.80	.93	3.78	18.17	-.20	-1.25 F	-119.0	22.0	-.8	NE	.20	4.2	02-22-82	76.2	4.1	1.9	10.24	7.21	0881
Piccadilly Caf	PICC	16.75	16.25	16.75	.63	3.88	18.13	13.50	.17	-.10	3.50	-20.85	1.39	.03 Q	2.2	13.0	5.9	12.1	.56	3.3	12-09-82	142.6	8.4	1.9	.00	7.29	0682
Pizza Inn	PZA	6.38	5.88	6.13	-.25	-3.92	7.38	4.50	-.39	-.95	-.58	-11.49	.50	-.17 N	-27.4	-8.0	1.0	13.6	.00	.0	00-00-00	133.5	1.4	.9	12.94	6.65	1281
Pizza Time Thea	CHKY	15.75	14.38	15.13	-1.38	-8.33	32.50	14.25	-1.35	-1.30	-.63	2.47	.58	.78 N	229.4	42.0	7.2	13.5	.00	.0	00-00-00	36.2	2.6	3.2	.81	7.87	1281
Ponderosa Sys	PON	26.75	25.00	25.75	.38	1.48	28.00	12.00	-.16	-.01	-3.26	-6.69	2.01	.97 N	67.3	-6.0	2.4	10.7	.50	1.9	09-21-82	353.9	8.5	1.0	19.96	16.83	0282
Ramada Inns	RAM	5.25	4.88	5.00	.00	.00	6.50	4.25	-.67	-.26	2.34	23.68	.05	-.60 N	-272.7	-24.0	.4	NE	.00	.0	10-19-81	395.5	1.4	.6	18.98	6.03	1281
Restaur Assc	RA	5.88	5.63	5.63	-.13	-2.17	7.50	3.25	-.42	-.86	-4.70	13.01	.97	-.32 N	-32.6	42.0	2.4	8.5	.00	.0	00-00-00	99.2	2.4	1.3	3.17	6.38	1281
Saga Corp	SGA	39.75	38.38	39.25	.63	1.62	44.00	16.75	-.29	-.39	-1.21	68.96	3.35	.90 Q	34.8	40.0	1.9	11.3	.56	1.4	11-15-82	901.0	16.8	.9	8.51	17.72	0682
Sea Galley	SEAG	7.13	5.88	7.13	1.00	16.33	10.63	5.50	-1.09	1.98	5.85	-7.10	.68	-.17 N	-24.6	45.0	4.5	13.7	.00	.0	06-02-81	49.0	2.2	1.8	2.38	4.99	1281
Servico Inc	SRVI	11.50	10.75	11.00	.00	.00	13.00	7.03	-.55	-.92	-2.71	8.52	1.54	-.82 N	-43.6	61.0	3.5	10.4	.00	.0	07-09-82	126.4	4.4	1.1	50.99	5.46	1281
Shoneys Inc	SHON	29.25	28.38	28.75	.38	1.32	29.50	12.63	.56	-.55	4.17	6.12	1.03	.25 N	25.7	21.0	5.5	23.6	.20	.7	01-05-83	269.4	14.8	1.0	1.97	5.03	1081
Skippers	SKIP	7.25	7.00	7.25	.25	3.57	7.75	4.25	.13	-.45	1.86	47.80	.73	-.46 N	-46.0	4.0	3.0	13.4	.08	1.1	10-18-82	33.7	1.0	1.2	3.45	6.07	1281
Sonesta Hotel	SNSTZ	15.00	15.00	15.00	.00	.00	15.00	8.50	.26	-.47	2.33	85.64	.94	-.70 N	-40.2	39.0	1.4	14.4	.20	1.3	06-25-82	145.0	2.1	.9	27.74	10.01	1281
So Hospitality	SHOS	3.25	3.13	3.25	.25	8.33	3.50	1.00	1.53	-.41	1.29	29.01	.14	.16 Q	NC	21.0	2.5	20.3	.00	.0	00-00-00	20.3	.5	1.0	2.29	-.20	0582
Steak n Shake	STAK	3.75	3.50	3.50	-.19	-5.08	4.00	2.50	1.11	-2.21	-3.31	-.20	.18	.12 F	200.0	-28.0	1.4	19.4	.00	.0	05-17-79	56.5	.3	1.2	4.60	2.60	0981
Victoria Stations	VSTA	6.13	5.75	5.75	.13	2.22	11.00	5.00	.07	-1.93	-.27	-2.75	.35	.58 S	NE	-38.0	1.0	NE	.00	.0	09-19-79	123.4	1.2	1.0	7.67	10.49	0382
Wendys Intl	WEN	15.63	14.13	14.63	-.25	-1.68	16.75	8.16	-.31	-1.80	-1.51	14.40	1.01	.10 N	10.1	18.0	7.6	13.4	.24	1.6	11-26-82	486.6	36.9	.6	2.56	5.27	1281
Webb Del E	WBB	11.00	10.00	10.13	-.25	-2.41	11.50	4.88	.14	-1.07	-.50	7.47	.56	.81 N	NE	-24.0	1.3	18.4	.00	.0	11-07-80	414.8	5.3	1.1	16.12	13.25	1281
Winners Cp	WNER	14.88	14.25	14.38	-.63	-4.17	16.50	6.38	.26	-.59	-2.17	2.14	.67	.84 N	NC	6.0	2.1	17.1	.00	.0	00-00-00	72.7	1.5	.3	13.37	7.09	1281

KEY: NA—Not Applicable NC—Not Calculable NE—Negative Earnings Q-First Quarter S-Six months N-Nine months F-Fiscal year
**—Other than a quarterly multiple resulting from a fiscal year change.*

Data and Table Provided by Media General Financial Services, Inc., Richmond, VA 23261

Tropicana restructures debt, wins permanent gaming license

ATLANTIC CITY, N.J.—Ramada Inns has succeeded in restructuring $110 million in loan payments for its Tropicana casino-hotel here and in winning a permanent gaming license from state authorities.

The 520-room property cost $330 million to build after early estimates of $136 million. It is the costliest casino-hotel built at this seaside resort. Open for a year, it has yet to turn a profit and its debt-load is pulling the Phoenix-based hospitality company into a second year of net losses now expected to exceed $11 million.

Ramada reported net profits of $1.8 million for the third quarter ended Sept. 30, compared to a $38.4 million net loss in the 1981 quarter. Revenues climbed 36% to $150 million, largely due to the new casino.

For the nine-month period, Ramada reported a net loss of $10.9 million, compared to a $29.3 million deficit last year. Nine-month revenues rose 36% to $421.4 million.

The new loan agreement, which Ramada signed with a banking consortium led by Continental Illinois in November, stretches out repayment of a $110 million loan borrowed for the Tropicana and establishes a new line of revolving credit.

The old agreement required nearly $70 million in principal payments in January 1984.

Under the new deal, the loan is stretched to seven years with payments of $5 million in 1983, $10 million in 1984, $15 million in 1985 and $20 million each year after that through 1989. The interest rate is 10% over prime.

Under the revolving loan agreement, Ramada has an $83 million credit line, with $36 million earmarked to get Ramada through the winter with working capital. The credit line will narrow to $55 million by November 1983.

While the $110 million restructuring is secured by the hotel, the revolving agreement is secured by a number of Ramada assets including its domestic hotel properties.

Ramada has been selling off hotel properties to pay down debt. Lost profits from the sold-off properties are more than offset by revenues from franchise or management fees and interest income on being a mortgage-holder, the company says.

The hotel group reported an 18% decline in operating profits to $20.8 million for the third quarter. Revenues declined 9% to $75.9 million.

Occupancy rates in Ramada hotels dropped 2.2 points to 72.6%, third quarter to third quarter, without room rate increases.

For the nine-month period, the hotel group reported operating profits up 8% to $63.9 million. Revenues fell 5% to $223.7 million.

But, Richard Snell, chairman and president, noted, "Our hotel business is fighting a difficult economy, with the entire industry seeing weaker demand and more promotional pricing."

Snell predicted "Ramada will report a loss in the fourth quarter" and "a net loss for the year exceeding the nine-month deficit."

Last year Ramada's third quarter losses were ballooned by write-offs for preopening expenses at the Tropicana, a loss on the sale of a securities portfolio, and the shutdown of a subsidiary that provided automation services to other firms.

Before interest and depreciation expenses, the Tropicana posted $11.2 million in operating profits in the third quarter. Also before interest and depreciation expenses, the Las Vegas Tropicana had an operating loss of $592,000, compared to a $2.8 million operating profit last year. In addition, the company wrote off $1 million in bad debts tied to the devaluation of the Mexican peso.

The operating profits in the hotel group were boosted by property sales. The company realized pretax gains of $2.1 million, compared to $1.6 million in the third quarter of 1981. For the nine months, gains from property sales were $13.9 million compared to $2 million last year.

Bob Evans Restaurants' profits up 14% in 2nd qtr.

COLUMBUS, Ohio—Profits at Bob Evans Farms Restaurants rose 14% to $2.4 million in the second quarter ended Oct. 29 from $2.1 million in the same period a year earlier. Restaurant division sales in the quarter jumped 15% to $27.1 million from $23.6 million the previous year.

For the six months ended Oct. 29, restaurant division profits were $4.6 million on sales of $53 million, compared to $4.2 million profits on $45.9 million sales in the six month period a year earlier.

Bob Evans Farms Inc. operates 86 Bob Evans Farms Restaurants, mostly in the Midwest, and a retail sausage business in 16 states and Washington, D.C.

Restaurant division sales increases so far this year are attributable to new restaurant openings, according to a company statement. Four new restaurants were opened in the second quarter.

Overall company profits in the second quarter dropped to $3.3 million from $3.5 million a year earlier on an increase in sales to $48.6 million from $44.2 million a year earlier. Net income in the first six months dropped to $6.6 million from $6.8 million a year earlier on an 11% rise in sales to $93 million.

Narrower margins in the sausage division caused by record high live hog prices were blamed for the drop in net income.

Bob Evans Farms restaurant division plans to open five family restaurants in the third quarter and one in the fourth, bringing to 92 the total number of Bob Evans Farms Restaurants scheduled to be operating at the end of the current fiscal year April 30.

EARNINGS REPORT

Company	Period	Period Ended	Total Sales*	% Change	Revenues*†	% Change	Net Income (Loss)*	% Change
Luby's Inc.	3 mos.	11/30			$ 34.067	12.0	3.207	25.0
Southern Hosp. Corp.	13 wks.	11/30			6.765	38.0	$226,676	144.0
	6 mos.				12.253	24.0	$414,496	148.0
Chi-Chi's Inc.	13 wks.	10/31			23.876	116.0	2.371	112.0
	6 mos.				44.191	118.0	4.425	82.0
Sambo's Rests.	13 wks.	9/30	$ 80.202	(36.1)			(8.005)	
	9 mos.		220.579	(40.0)			(62.017)	
Sizzler Rests.	13 wks.	10/31			31.244	14.0	1.408	6.4
	6 mos.				66.252	20.0	2.821	137.0
Ponderosa Inc.	12 wks.	11/4			91.827	10.0	3.413	62.6
	39 wks.				273.868	5.8	9.114	

Source: *Company earnings reports*

—loss in corresponding period
**In millions*
†In cases where companies do not break out their total sales for all units, revenues are indicated instead. These generally consist of company-owned restaurant sales, franchise fees and rental incomes, royalties and operating income, as well as other miscellaneous incomes, such as interest income and gains on real estate and construction.

Ponderosa's net profits jump 62% in 3rd quarter

DAYTON, Ohio—Ponderosa, operator of 693 budget steakhouses and four Casa Lupita full-service Mexican dinnerhouses, reported a 62% profit increase to $3.4 million for the third quarter ended Nov. 4 compared with the same period a year ago.

Sales increased 10% to $91.8 million during the quarter, according to Gerald S. Office, the company's president and chief executive officer.

These results boosted Ponderosa to a 27% profit increase of $9.1 million and a sales gain of 5.8% to $273.8 million for the first three quarters of the fiscal year.

Office attributed these results to "the success of Ponderosa's marketing programs." He said the company's gains were achieved during a time of deep recession in its principal market areas and heavy unemployment among the blue-collar workers who have been Ponderosa's major customers.

But improved customer counts were not the only good news to Ponderosa this year. Operating costs declined, Office said, adding that the company has also cut food costs from 44.7% of sales a year ago to 42%.

A stock offering during the third quarter helped Ponderosa raise about $21.3 million in new equity capital. Besides raising funds for the development of the company's newly acquired Casa Lupita concept, the offering reduced its debt-to-equity ratio 33% to 0.63 over the quarter.

The company recently opened its pilot Casa Lupita restaurant in Dayton. The restaurant, the first operation other than a budget steakhouse ever opened by the company, joins the three Casa Lupitas acquired by the company last year.

Steakhouses in Newark, Ohio and Fort Myers, Fla., will be converted to the Casa Lupita concept. The company, which bought Casa Lupita as a conversion vehicle for its lower-performing steakhouses, may also attempt to franchise the concept.

Ponderosa's 1983 results to date would appear to vindicate the strategic plan Office unveiled a year ago. He then indicated the company would use marketing and stable prices to increase customer counts at the restaurants, confident that the highly leveraged system would reap much greater profits than if it were dependent on franchised stores.

More than 65% of the company's steakhouses are company-operated. The second-largest budget steakhouse chain Bonanza, by contrast, is entirely franchised.

But one observer attributed Ponderosa's gains not to its restaurant operations but to its wholly owned meat packing and distributing subsidiary, ESI Meats. The ESI system has become a major contributor to the company's bottom line through its heavy sales of meat products to outside customers.

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December 23, 1982

620,000 Shares

JB's RESTAURANTS, INC.

Common Stock

Price $10.125 Per Share

Copies of the Prospectus may be obtained from such of the Underwriters as may legally offer these securities in compliance with the securities laws of the respective states.

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NRN FOCUS

CONVENIENCE STORES

7-11 focus on marketing puts food on back burner

DALLAS—New products appear back-burnered at Southland Corp.'s 7,100-unit 7-Eleven chain while attention is focused on marketing.

Southland has boosted its ad budget by 40% to $135 million, which amounts to 3% of sales. Using food service as a price-leader, 7-Eleven deeply discounts soft drinks and hot sandwiches to generate related-item sales.

Current campaigns take dead aim at the breakfast market in hopes of stealing customers from fast feeders, and at the dinner market where 7-Eleven battles supermarkets.

New box packaging to replace cellophane wrappers is being tested in the 145-store Utah market. The box is meant to lengthen shelf-life.

New capital expenditures are going into gasoline and diversification. The company is working to expand its number of stores with gas pumps from the 2,500-store base it has now. Last year 7-Eleven increased the number of stores with gas service by 12% and saw sales rise 21%. A new subsidiary has been formed to handle it.

In addition, the company is moving into manufacturing and distribution, and will expand its chain of auto-parts stores.

Total fast-food-related sales at the end of 1982 were expected to reach $1 billion, ranking it not far below fast-food chains Wendy's International or Hardee's Food Systems.

7-Eleven enjoys an 18% share of the c-store industry, which is comparable to McDonald's power in the fast-food business.

7-Eleven's centerpiece is the burrito, rolled out in 1978 after seven years of tests that left fried chicken, french fries and some other items by the wayside.

While attention at Southland's 7-11 chain is focused on marketing, their fast-food centerpiece will remain the burrito (inset).

Majic Markets' turnaround strategy keyed to fast food

ATLANTA—After closing 500 stores in four years, Dillard Munford, chairman and chief executive of Munford Inc., declared in 1980, "Enough is enough!"

His turnaround strategy keyed on developing fast food at the company's Majic Markets which had temporarily lost their magic.

At year's end 1982, the chain numbered 980 units, still 160 less than in 1980, but sales and earnings appeared back on track.

Self-serve soda fountains had been installed in more than half the stores and the existing hot sandwich line had been expanded. The program was remerchandised under the theme HOTS, for Hot-on-the-Spot.

The company is toying with full-line delis, in-store-prepared baked goods and fried chicken. But any big food-service plans have been shelved.

"We tried it once and we won't try it again," president Russell Fellows said, recalling a short fling as a fried chicken chain in Louisville, Ky., 15 years ago that was crushed by the savvy and power of Kentucky Fried Chicken.

"Bakery and deli works best in small markets, where there isn't a lot of established fast-food."

Nevertheless, Majic Markets plans a store in St. Louis, Mo., early this year which will serve fried chicken and fresh-baked doughnuts.

TOP CONVENIENCE STORE CHAINS RANKED BY NUMBER OF STORES

Chain	Headquarters	Stores
7-Eleven (Southland Corp.)	Dallas	7,100
Circle K	Phoenix	1,200
Cumberland Farms	Canton, Mass.	1,100
Convenient, Food Mart	Chicago	1,050
Majic Market (Munford Inc.)	Atlanta	980
Utotem (American Financial Corp.)	Houston	900
Shop N Go (National Convenience Stores)	Houston	860
Lawson's (Consolidated Foods Corp.)	Cuyahoga Falls, Ohio	700

Source: NRN Research

NCS expanding meal service

HOUSTON—After a feverish year in which four small chains were acquired, peaking the chain's size at 922 units, National Convenience Stores has fallen back to 860 stores, but continues to march forward with expanded plans for food service.

NCS, which operates stores under the Stop N Go and Shop N Go banners, has equipped 430 stores with self-service fast-food centers, and expects to install an additional 30 when the fiscal year ends in June. The company is limited in expanding fast food because it has only two commissaries—in Houston and Anaheim, Calif.—to serve about 600 stores.

Nevertheless, NCS plans to open eight Superstores, for 17 at year end. Superstores stress gas sales outside, and inside sell fast food and arcade games—all key growth areas for the chain.

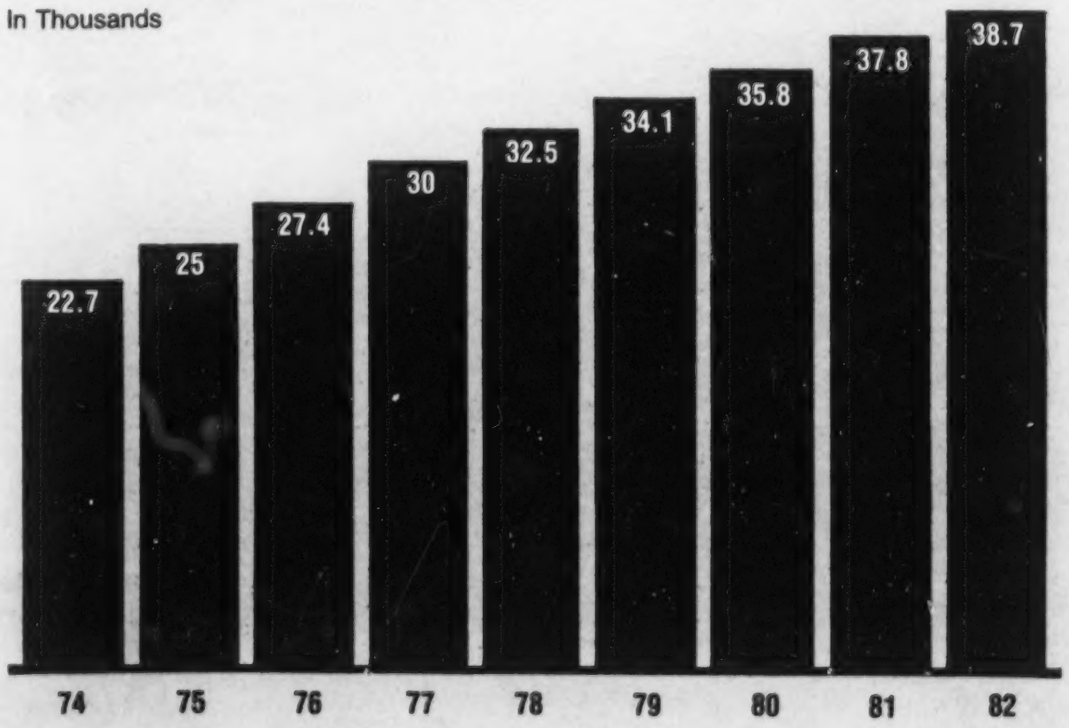
The eight largest convenience store chains account for almost two-fifths of the nationwide c-store market and as the economy sours independents, the major chains are gaining weight.

Southland's 7-Eleven dominates the market, of course, but multinational oil companies have sunk huge resources into the industry just as their network of freestanding filling stations is shrinking.

The Sun Oil Co., which owns Fast Fare, Stop-n-Go (not to be confused with National Convenience Stores' Stop N Go), and Zippy Mart, has 1,200 stores. The Atlantic Richfield Co. jumped into the hay in 1980 and a year later had opened 500 AM-PM Mini Markets. Typically oil company c-stores stress gas sales, not food service.

'The eight largest convenience store chains account for almost two-fifths of the c-store market. And as the fallout among independents continues, these chains are gaining clout.'

TOTAL NUMBER OF C-STORES IN U.S.



Source: NRN Research

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- *Supermarket & Deli Food Service—Page 25*
- *Profile: John Dankos—Page 28*

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Restaurateurs vs. critics: The bitterness builds

By Joe Edwards

NEW YORK—It is the night before New Year's Eve and a highly influential woman is entertaining four friends at the Water Club, a barge that has been converted into a posh restaurant at a cost of more than $5 million.

Though it's the height of the holiday season, a time when most people are partying, this particular group has come to the Water Club on a very serious mission. This woman has a job to do, and she has asked her friends to help her. She is wearing a disguise, a gray wig, to prevent the Water Club staff and owner Michael O'Keeffe from recognizing her.

Wine is ordered, and after it is served, the woman requests menus. There is a wait. She asks again. And once more. Still no menus. The woman makes a note of this lapse in service. What she does not realize, during her aggravating wait, is that she has been recognized by a waiter, despite her disguise.

Word is passed to Buzzy O'Keeffe: Mimi Sheraton is here.

As restaurant reviewer for the *New York Times*, Mimi Sheraton often takes to wearing disguises. It's part of her job. She feels more comfortable working anonymously. More important, she feels anonymity is absolutely essential so that she receives the same service as a typical customer.

Back in his office, Buzzy O'Keeffe tries to figure out what to do. He has an intense distaste for Sheraton's work, a feeling he claims predates the publication of her lackluster review of his other restaurant, the River Cafe in Brooklyn, last April. And now, she's in his new dining room, trying to eat dinner in his multimillion dollar baby that's struggling to build a clientele after just three months. A lukewarm review would be devastating.

O'Keeffe acts quickly. He calls his maitre d'hotel and instructs him to inform Ms. Sheraton and her friends politely to get out. Ah, sweet revenge. (The revenge was also sweet for the waiter who identified Sheraton. O'Keeffe paid him $300.)

There are an estimated 15,000 restaurants in New York City, and, by many accounts, a large number of men and women who operate those restaurants have fantasized doing exactly what O'Keeffe did at one time or another. It's not just personal revenge, it's revenge for the part of the local restaurant industry that feels victimized by Sheraton's pen.

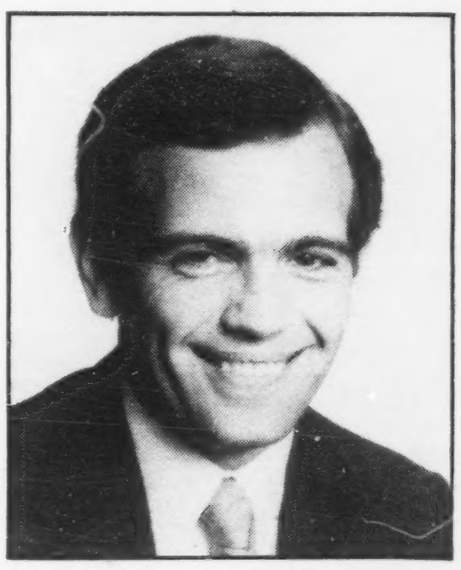
Mimi Sheraton vs. Michael O'Keeffe. It's the latest round in what has become a nationwide fracas involving restaurant operators on one side and the people who are paid to critique their efforts on the other.

Bitterness between the two groups is at an all-time high. Some of the disputes have gone public. There have been law-

(Continued on page 64)

When New York Times restaurant critic Mimi Sheraton was spotted in New York's Water Club restaurant (above), owner Michael O'Keeffe had her leave the premises.

Shoney's Inc. outdueling adverse economy



Gary P. Spoleta

By Don Jeffrey

NASHVILLE—Shoney's Inc., operator of more than 1,000 restaurants in the Southeast, has recorded large sales and profit gains, while doing business in a market increasingly buffeted by adverse economic conditions.

Adjusted for menu price increases, sales went up 10.8% for all company units during the fourth quarter last year. And the top performer for the Nashville-based company was its namesake Shoney's division, whose 146 Big Boy and 11 Towne and Country family restaurants registered adjusted sales gains of 16.7%.

Shoney's also operates Captain D's fast-food fish restaurants, several dinnerhouses and the budding Lee's Famous recipe chicken chain.

"We have refused to participate in the recession," says 39-year-old company president Gary P. Spoleta.

Until just a few months ago Spoleta headed the successful Shoney's division of the corporation. Now he's the head of all company operations, having replaced former president and chief executive officer David Wachtel under conditions that suggested some dissension.

Shoney's Inc. has now recorded its 94th consecutive quarter of increased profits, and Wall Street will be speculating about how Spoleta's style of leadership will affect future gains.

Although some stock analysts believe Shoney's stock is overvalued, the company's performance cannot be slighted. In the last fiscal year total revenues were up 25% to $337,380,000 and net income leaped 57% to $23,235,000.

(Continued on page 64)

Hensley, Gatewood split 50-50

2 top execs purchase Druther's

NRN Special Report

LOUISVILLE, Ky.—Two top Druther's executives have purchased the 156-unit fast-food chain once known as Burger Queen from its founders.

Tom Hensley, president and chief executive, and Robert Gatewood, treasurer and general counsel, paid an undisclosed cash price to founders George Clark and Harold Kite.

Clark and Kite each owned 42% of the privately held company's shares, Hensley owned 10% and six other investors shared the rest. Now Hensley and Gatewood each own 50% of the firm.

Clark, 49, resigned as chairman of Druther's with the Nov. 29 transaction. He was appointed Kentucky deputy secretary of commerce in 1981 after making an unsuccessful bid for mayor of Louisville as a Republican.

Kite, 56, who opened the first Burger Queen in Winterhaven, Fla., in 1956, is approaching retirement as he divests himself of the few remaining original-named stores.

The small chain, which has two-thirds of its outlets in Kentucky and 10 stores franchised in London under the Huckleberry's name, was rescued from the brink of bankruptcy last year.

But Hensley, president since 1980, says the company appears to be back on track toward fiscal health, and 20-25 new store openings are planned this year.

Clark and Kite built Burger Queen into a 175-unit regional force by the mid-1970's, but expansion came too rapidly. Druther's became saddled with the debts and failings of its franchisees when operations problems met economic recession three years ago.

Hensley, a former franchisee, joined the corporate staff in 1977 under Clark; Kite had since moved to Florida. After becoming president, he orchestrated the chain's 1981

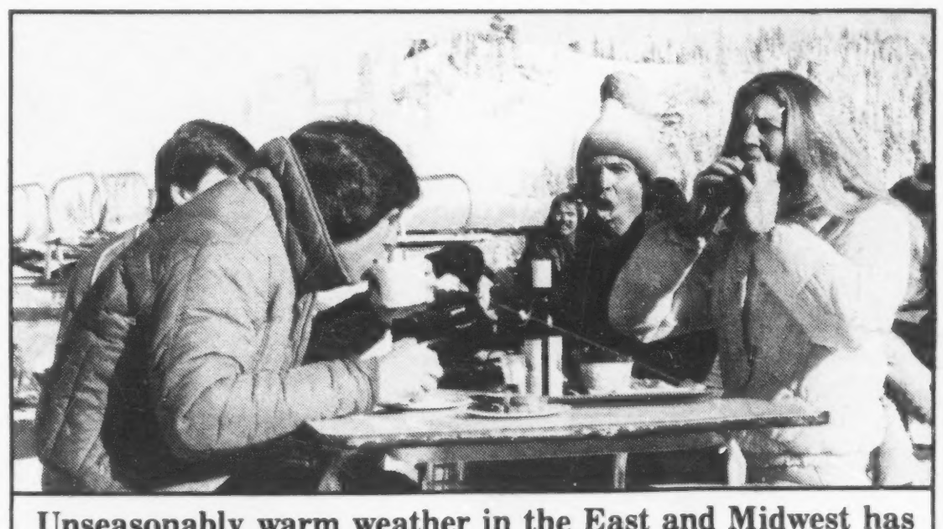
(Continued on page 64)

LATE NEWSBREAKS

Saga Corp., Menlo Park, Calif., reported a profit jump of 27% to $10 million for the second quarter ended Dec. 25 on an 8% gain in revenue to $271 million. Restaurant division revenues gained 14% for the quarter from customer count gains and from sales at new restaurants, said Charles A. Lynch, chairman and ceo.

Marriott Corp. has agreed to sell 108 Rustler Steak Houses to a new private company, Tenly Enterprises, for an undisclosed amount. Marriott acquired the Rustlers last year when it bought Gino's Inc. to obtain sites for conversion to its own Roy Rogers fast-food concept.

Bruce Cotton, Jerrico public affairs vp, was elected this month as 1983 president of the International Franchise Association. Cotton, who had been first vp, succeeds Lloyd Farwell, senior vp of Hilton Hotels Corp. (Full coverage of IFA's New Orleans convention, next issue.)



Unseasonably warm weather in the East and Midwest has had a devastating effect on sales at ski resorts.

Heat wave sends chill through ski resorts

By Rurick Telberg

Restaurateurs and innkeepers at ski resorts from New England through the Midwest, who were suffering the warmest winter in recent memory, face severe economic hardships if temperatures don't cool by mid-February.

Even in the West, where skiers are as thick as the snow base this year, food-service and lodging executives are voicing deep concerns over the future of the trendy sport.

"It's 50° today and the manmade snow is running down the brooks," griped Bob Carey, owner of the Horse and Hound Inn at Franconia, N.H., in the White Mountains.

Throughout New England, where spring-like weather has intermittently idled extensive snowmaking machinery, restaurateurs and innkeepers reported sales down 20%-30% from last winter.

(Continued on page 64)

FINANCIAL NEWS

Recent deals signal end to Taco Charley

SAN MATEO, Calif.—Shareholders of Taco Charley Inc. were expected to approve this month two recent deals that will result in the end of the chain.

The major transaction was the acquisition by Taco Bell, through its parent PepsiCo, of all Taco Charley's common stock for $1,268,656, or $1.80 a share.

The second deal involves the sale of up to 30 of the company's 47 restaurants (all but one are Taco Charley) to various purchasers for about $1,934,000. The purchasers were approved as franchisees by Taco Bell.

Many but not necessarily all the Taco Charleys will be converted to Taco Bell, said Richard Montgomery, executive vice president of Taco Charley. None will remain as Taco Charley, however, Montgomery said. Officials of Taco Bell were unavailable for comment.

Also involved in these transactions is Calny Inc., formerly the parent company of Taco Charley. Calny spun off its 46 Taco Charleys in 1981, but has acquired the leasehold and equipment rights for six of the up-to-30 restaurants sold by Taco Charley, and franchise rights from Taco Bell. The total cost to Calny was $1,192,000.

Calny is now franchisee of 67 Taco Bells, the largest number in the system, and is authorized to develop at least nine more in the next few years.

For the third quarter, ended Nov. 6, Calny reported that net income rose to $363,653 from $57,557 during the comparable period in 1981. Sales declined to $6,932,363 from $8,802,181 for the same period. The reason for these changes was the spin-off of Taco Charleys.

For the 36-week period Calny's net income rose to $957,196 from $667,732, while sales dropped to $20,679,228 from $28,447,800.

Holiday Inns to finance new hotels from Delta sale

MEMPHIS—Proceeds from the sale by Holiday Inns of its Delta Steamship Lines to Crowley Maritime International based in San Francisco will be used to help finance the construction of nearly 30 hotels, according to a spokesman for the hotel firm.

Holiday Inns agreed to sell Delta early last year for $96 million in cash but the sale was held up pending approval by the U.S. Maritime Administration. Approval came in late December.

Holiday Inns has 17 hotels under construction and is breaking ground for another dozen hotels in the first six months of this year.

Hawaiian hotel sold to Pleasant Travel Services

HONOLULU—Royal Lahaina Hotel at Kaanapali Beach Resort on Maui has been sold by Fort Associates Limited Partnership, a group composed of Amfac Inc., and the Bass family of Fort Worth, Tex., to Pleasant Travel Service of Westlake, Calif. Terms were not disclosed.

Amfac will continue to manage the 588-room beachfront hotel and will gain about $13.5 million from the sale, according to Henry A. Walker Jr., Amfac chairman and president.

Food-service chain stock analysis table

		STOCK PRICE							TREND TO MARKET				EARNINGS/SHARE					P/E	DIVIDENDS			FINANCIAL POSITION					
		Two Weeks Ended Jan. 14							Price Trend (% per day)		Volume Trend (% per day)			Latest 12 Months vs Preceding 12 Months Change		5-Year Annual Growth Rate	Profit Margin		Indicated Dvd. Rate		Last X-Dvd. Date	Last Fiscal Year			Last Fiscal Year (Per Share)		Last Balance Sheet Date
Name	Symbol	High	Low	Close	Change Amt.	Change Pct.	52-Week High	52-Week Low	Last 30 Days	Last 5 Days	Last 30 Days	Last 5 Days	Last Fiscal Year	Amt.	Pct.			Latest P/E Ratio	Amt.	Yield		Revenue	Earnings	Current Ratio	Long Term Debt	Common Stock Equity	
—	—	$	$	$	$	%	$	$	%	%	%	%	$	$	%	%	%	—	$	%	—	$ Mil.	$ Mil.	—	$	$	—
Aca Los A Res	ALAR	6.25	5.00	5.88	.25	4.44	7.88	3.50	-1.05	.50	.64	4.34	.05	-.42 F	-89.3	-16.0	.3	117.5	.00	.0	01-06-81	27.7	1.2	2.4	5.69	2.90	1081
Am Motor Inns	INN	29.38	26.75	29.25	2.63	9.86	30.50	12.38	-.14	.45	-1.16	32.17	2.10	.45 Q	25.4	29.0	7.0	13.2	.25	.9	12-26-82	161.4	11.3	1.6	15.08	13.00	0782
ARA Services	ARA	38.00	34.25	36.50	.75	2.10	38.00	23.50	.16	-.27	.46	-30.33	3.43	-.57 F	-14.2	-2.0	1.4	10.6	2.00	5.5	11-24-82	2805.6	38.9	1.1	22.39	44.25	0982
Assoc Hosts	AHST	11.25	8.75	11.25	1.88	20.00	11.25	5.00	.85	6.15	1.49	17.34	.58	-.08 F	-12.1	-11.0	2.2	19.4	.12	1.1	12-06-82	79.9	2.1	1.5	6.40	7.04	0981
Beefsteak Char	BCS	7.25	6.63	7.00	.63	9.80	8.25	2.88	-.50	.77	.11	-16.89	.62	.16 N	25.3	33.0	2.4	8.9	.00	.0	00-00-00	86.2	2.1	1.2	1.49	3.09	1081
Bob Evans Farms	BOBE	36.00	33.50	33.75	-2.25	-6.25	38.75	19.53	-.33	-.01	-3.24	35.71	1.45	.08 S	5.9	23.0	7.9	23.6	.40	1.2	11-05-82	173.4	13.7	1.7	.00	6.90	0482
Bonanza Intl Inc	BNZA	3.38	2.88	3.13	-.13	-3.85	3.75	1.06	-.89	2.02	-.10	-15.16	-3.33	-.69 N	NE	-62.0	-61.8	NE	.00	.0	00-00-00	24.1	-14.9	1.2	11.24	1.50	1281
Brock Hotel Cp	BHC	9.38	8.50	8.75	-.13	-1.41	17.50	7.50	-.84	-.30	-5.03	.44	.59	.30 N	73.1	23.0	4.3	12.3	.10	1.1	09-27-82	165.1	7.1	1.2	11.01	3.90	1281
Calny Food	CLNY	11.75	10.50	11.50	1.00	9.52	11.75	4.91	.58	-.68	-1.43	44.50	.74	.50 N	119.0	9.0	3.2	12.5	.12	1.0	11-24-82	37.0	1.2	.6	1.01	1.51	0282
Carrols Develop	CRL	12.50	11.00	12.00	1.13	10.34	12.50	4.13	.17	-.71	-2.41	-14.32	.66	.45 S	73.7	21.0	1.9	11.3	.09	.8	12-24-81	68.6	1.3	.6	9.82	5.99	0582
Chart House	CHHO	24.75	22.50	22.50	-2.25	-9.09	28.13	15.88	-.72	-1.89	2.72	31.30	2.03	.16 N	8.2	13.0	5.0	10.7	.60	2.7	12-27-82	353.9	17.7	.9	14.53	10.14	1281
Chi-Chis	CHIC	23.50	22.13	23.25	.50	2.20	25.25	7.41	.17	-.20	.49	-12.57	.37	.18 S	60.0	26.0	11.1	48.4	.00	.0	12-20-82	14.9	2.1	3.1	.74	.82	0481
Ch Full O Nut	CHF	15.25	13.38	14.75	.75	5.36	18.25	9.25	-.08	.47	-1.58	-6.12	.34	-.23 Q	-38.3	-13.0	1.4	39.9	.40	2.7	12-09-82	115.8	1.6	3.1	.43	5.97	0782
Churchs Fr Ch	CHU	36.88	35.63	36.50	1.00	2.82	40.75	25.00	-.40	.03	2.45	20.12	3.52	-.06 N	-1.7	16.0	10.8	10.7	1.00	2.7	10-25-82	412.1	44.6	1.9	1.02	15.25	1281
Cindys Inc	CNDYC	3.63	3.25	3.38	.00	.00	3.88	2.63	-.58	-1.98	-3.62	-30.57	-.06	1.37 F	NE	NE	-.6	NE	.00	.0	00-00-00	17.0	-.1	.0	7.17	.29	1281
Collins Foods	CF	20.13	18.50	19.38	-.75	-3.73	22.63	8.53	-.71	.59	.44	1.00	1.69	.50 S	33.1	15.0	3.2	9.6	.24	1.2	12-23-82	298.0	9.6	1.3	7.44	10.69	0482
Consul Corp	CNSL	12.88	10.75	12.88	1.63	14.44	12.88	5.25	.16	1.81	1.45	6.03	.00	-.12 S	-70.5	NE	.0	257.5	.00	.0	00-00-00	17.6	.0	.7	2.21	2.88	0582
Cracker Barrel	CBRL	20.75	19.75	20.25	-1.50	-6.90	22.50	7.25	-.33	.03	-.89	36.51	1.03	.05 Q	4.6	19.0	3.7	17.9	.00	.0	00-00-00	35.4	1.3	1.9	5.35	6.69	0782
Dennys Inc	DEN	32.50	29.00	29.75	-2.13	-6.67	36.88	18.44	-.65	-1.20	5.61	60.49	2.47	.40 Q	18.6	9.0	3.9	11.7	.64	2.2	12-07-82	955.7	36.8	1.4	15.81	15.02	0682
Dunkin Donuts	DUNK	26.25	25.50	26.00	.38	1.46	28.38	11.13	-.39	-.23	.54	4.03	2.10	.28 F	15.3	19.0	8.8	12.4	.36	1.4	11-05-82	68.7	5.7	1.3	11.44	10.61	1081
Frischs	FRS	14.75	12.38	12.63	-1.25	-9.01	14.75	7.09	-.04	-3.32	5.17	23.48	1.80	-.15 S	-8.7	14.0	3.8	8.0	.40	3.2	11-29-82	101.0	3.8	1.5	6.23	13.58	0582
Godfathers Pizza	GFPZ	17.75	14.25	17.50	2.00	12.90	17.75	9.63	-.09	-.26	-2.15	20.25	.58	.63 N	NC	130.0	16.0	27.8	.00	.0	00-00-00	33.8	5.4	2.0	.76	1.01	1281
Hambrg Hamlet	HAMB	6.75	6.00	6.75	.75	12.50	8.25	5.00	-.02	.79	.82	50.00	1.35	.50 S	81.9	-8.0	3.2	6.1	.00	.0	00-00-00	31.6	1.0	.7	20.45	13.07	0382
Hardwicke	HAWK	1.50	1.00	1.50	.50	50.00	4.13	1.00	-.17	4.39	-.82	.00	-2.22	-5.08 N	-336.8	-63.0	-11.4	NE	.00	.0	00-00-00	30.6	-3.5	1.4	18.38	8.12	0981
Hilton Hotels	HLT	44.75	41.75	43.25	-1.50	-3.35	52.00	27.63	-.63	.32	1.70	-17.43	4.22	-.65 N	-15.7	20.0	20.9	12.5	1.80	4.2	12-13-82	539.3	112.6	2.0	4.48	19.98	1281
Holiday Inns	HIA	40.25	36.25	39.50	2.88	7.85	40.25	23.75	.43	.75	-1.60	-16.25	3.66	.57 N	20.1	22.0	7.8	11.6	.80	2.0	12-13-82	1765.1	137.4	.8	20.99	25.33	1281
Holiday Inns A	HIA A	59.00	55.00	59.00	4.00	7.27	59.00	36.00	.32	.01	6.13	.00	NA	NA	NA	NA	NA	NA	.00	.0	00-00-00	NA	NA	NA	NA	NA	NA
Horn & Hardart	HOR	24.63	21.25	23.38	1.00	4.47	25.63	9.22	-.28	-.20	2.17	3.72	.95	.05 N	5.5	30.0	2.7	24.6	.00	.0	09-27-82	166.1	4.5	1.7	11.45	6.30	1281
Hungry Tiger	HTIG	10.25	8.75	10.25	1.00	10.81	10.25	4.00	.75	1.32	.32	15.43	.78	-.01 Q	-1.4	8.0	3.8	14.9	.00	.0	11-15-82	55.9	2.1	.6	4.91	5.57	0882
Imperial Grp	IMT	2.00	1.81	1.88	.13	7.14	2.00	1.31	-.20	-.70	4.52	-41.18	.24	.00 F	.0	2.0	2.0	7.8	.14	7.5	09-28-82	8462.9	171.0	1.1	.65	2.08	1081
Intl Dairy Queen	INDQ	24.75	21.25	24.00	2.75	12.94	24.75	9.25	-.32	-.38	1.75	-38.37	1.72	.44 N	27.1	38.0	6.1	11.7	.00	.0	00-00-00	91.3	5.6	1.1	9.68	5.82	1181
Int King Tab	IKNG	10.50	9.75	10.13	.25	2.53	10.50	1.75	.14	.39	.63	-11.71	.33	1.00 S	NE	.0	1.4	15.6	.00	.0	10-09-79	36.6	.5	.3	4.09	3.77	0682
JBs Rest	JBBB	11.75	10.38	11.50	.63	5.75	11.75	4.25	.15	-.14	1.34	-17.22	.93	.30 F	47.6	3.0	3.5	12.4	.16	1.4	10-29-82	36.4	1.1	.9	5.18	5.01	0981
Jerrico Inc	JERR	25.50	22.38	22.88	-2.75	-10.73	29.38	15.63	-.56	-2.36	2.55	12.47	1.75	-.12 Q	-6.6	23.0	5.1	13.5	.12	.5	11-05-82	425.5	21.8	.9	3.64	11.24	0682
Kapok Tr Inns	KTI	4.50	4.25	4.50	.13	2.86	4.50	3.00	.13	.00	1.61	-11.62	-.37	-.13 F	NE	-31.0	-6.1	NE	.00	.0	00-00-00	13.8	-.4	3.1	1.93	5.84	0981
Kelly-Johnston	KEJO	20.25	18.38	20.25	.13	.62	24.50	9.34	-.98	.91	-.48	8.85	.59	.14 S	30.4	106.0	8.4	33.8	.00	.0	10-13-82	17.9	1.5	.9	.89	4.40	0382
Karcher Carl	CARL	23.25	20.50	23.25	2.50	12.05	23.25	8.88	.12	1.54	-2.37	-1.53	1.51	1.78 N	NC	17.0	3.4	13.1	.00	.0	00-00-00	200.6	6.9	1.9	6.43	8.34	0182
Lubys Cafe	LUB	40.38	36.63	39.50	3.13	8.59	40.75	24.50	-.29	-.42	.31	-11.48	1.69	.24 Q	15.8	21.0	9.1	22.6	.60	1.5	12-13-82	127.3	11.6	1.9	.80	8.49	0882
Marcus Corp	MRCS	9.63	8.75	9.50	.75	8.57	9.63	5.00	.05	-.10	3.84	-18.60	1.13	-.09 S	-7.3	3.0	5.7	8.3	.00	.0	08-24-81	103.8	5.9	.8	2.98	9.76	0582
Marriott Corp	MHS	59.88	54.50	59.50	1.00	1.71	61.88	32.00	-.31	.76	.54	-33.76	3.20	.29 N	9.5	29.0	4.3	17.8	.36	.6	12-20-82	2000.3	86.1	.9	23.23	16.12	1281
McDonalds Cp	MCD	60.88	56.75	57.50	-2.88	-4.76	65.63	39.09	-.21	-.13	-2.03	-.47	4.36	.65 N	15.4	18.0	10.7	11.8	.88	1.5	10-15-82	2477.2	264.8	.5	15.35	22.73	1281
Morrison Inc	MORR	19.38	16.75	19.38	1.88	10.71	19.38	8.38	.21	2.13	.47	-2.70	1.16	.33 S	33.6	8.0	4.1	14.8	.36	1.9	01-03-83	364.3	15.1	1.4	2.95	7.90	0582
Mr Steak	MSST	2.50	2.50	2.50	.00	.00	3.38	1.75	-.19	.26	-2.97	17.79	-.98	-1.20 F	-545.4	-29.0	-2.9	NE	.00	.0	05-29-80	55.7	.3	1.4	3.45	4.70	0981
Nathans	NATH	2.50	1.88	2.38	.50	26.67	2.50	.66	1.66	2.84	1.38	-11.03	.03	.80 S	NE	NE	.6	23.8	.00	.0	09-09-82	16.7	.1	.5	.10	1.73	0382
Naugles Inc	NAUG	19.00	18.25	18.25	-.25	-1.35	21.50	6.84	-.18	-.66	-7.63	-.61	.78	.83 Q	NC	48.0	3.9	22.0	.00	.0	11-01-82	55.8	2.2	.4	8.04	2.73	0682
Oakbrook Cons	OKCO	14.50	14.00	14.50	.50	3.57	14.50	9.00	-.14	1.05	2.52	50.00	1.74	-.83 N	-47.9	3.0	1.3	16.1	.32	2.2	09-13-82	133.4	1.7	.8	5.60	13.02	0981
Orange-co	OJ	6.00	4.88	5.00	-.75	-13.04	11.13	4.38	.34	-1.35	1.01	.46	-.25	-1.26 F	-124.7	22.0	-.8	NE	.20	4.0	02-22-82	74.0	-.6	1.3	13.28	4.63	0882
Piccadilly Caf	PICC	16.75	15.50	15.50	-1.25	-7.46	18.13	13.50	-.06	-1.15	3.64	17.55	1.39	.03 Q	2.2	13.0	5.9	11.2	.56	3.6	12-09-82	142.6	8.4	1.9	.00	7.29	0682
Pizza Inn	PZA	7.88	6.00	7.88	1.50	23.53	7.88	4.50	.17	1.66	2.95	-22.45	.50	-.17 N	-27.4	-8.0	1.0	17.5	.00	.0	00-00-00	133.5	1.4	.9	12.94	6.65	1281
Pizza Time Thea	CHKY	19.00	15.38	18.50	2.75	17.46	32.50	14.25	-.50	.55	.50	-21.28	.58	.78 N	229.4	42.0	7.2	16.5	.00	.0	00-00-00	36.2	2.6	3.2	.81	7.87	1281
Ponderosa Sys	PON	19.50	16.59	17.38	.88	5.30	19.50	8.00	-.16	-2.07	.77	-8.29	1.34	.66 N	69.4	-6.0	2.4	10.8	.33	1.9	01-07-83	353.9	8.5	1.0	13.32	11.23	0282
Ramada Inns	RAM	6.13	4.88	6.00	.88	17.07	6.50	4.25	-.10	1.03	2.09	20.11	.05	-.60 N	-272.7	-24.0	.4	NE	.00	.0	10-19-81	395.5	1.4	.6	18.98	6.03	1281
Restaur Assc	RA	6.75	5.63	6.38	.88	15.91	7.50	3.25	.20	-.73	.48	1.31	.97	-.32 N	-32.6	42.0	2.4	9.7	.00	.0	00-00-00	99.2	2.4	1.3	3.17	6.38	1281
Saga Corp	SGA	44.50	38.75	44.00	5.13	13.18	44.50	17.13	-.17	2.35	1.12	18.59	3.35	.78 S	25.2	41.0	1.9	11.4	.56	1.3	11-15-82	901.0	16.8	.9	8.51	17.72	0682
Sea Galley	SEAG	7.63	7.13	7.63	.25	3.39	10.63	5.50	.67	.00	2.51	32.98	.68	-.17 N	-24.6	45.0	4.5	14.7	.00	.0	06-02-81	49.0	2.2	1.8	2.38	4.99	1281
Servico Inc	SRVI	12.50	11.25	12.50	1.25	11.11	13.00	7.03	-.10	.05	1.52	-25.00	1.54	-.82 N	-43.6	61.0	3.5	11.8	.00	.0	07-09-82	126.4	4.4	1.1	50.99	5.46	1281
Shoneys Inc	SHON	31.50	29.00	31.50	2.75	9.57	31.50	12.63	.10	1.89	1.42	-2.39	1.60	.57 F	55.3	25.0	6.1	19.7	.20	.6	01-05-83	269.4	14.8	1.0	1.97	5.03	1081
Skippers	SKIP	9.25	7.25	8.75	1.50	20.69	9.25	4.25	.40	.00	2.11	-52.15	.73	-.46 N	-46.0	4.0	3.0	16.2	.08	.9	10-18-82	33.7	1.0	1.2	3.45	6.07	1281
Sonesta Hotel	SNSTZ	16.00	15.00	16.00	1.00	6.67	16.00	8.50	-.04	1.25	.17	-27.78	.94	-.70 N	-40.2	39.0	1.4	15.4	.20	1.3	06-25-82	145.0	2.1	.9	27.74	10.01	1281
So Hospitality	SHOS	4.75	3.63	4.38	1.00	29.63	4.75	1.00	1.57	1.40	2.83	-76.17	.14	.19 S	NC	23.0	2.5	23.0	.00	.0	00-00-00	20.3	.5	1.0	2.29	-.20	0582
Steak n Shake	STAK	3.69	3.44	3.69	.13	3.51	4.00	2.50	-.15	.00	-6.98	-25.16	.18	.12 F	200.0	-28.0	1.4	20.5	.00	.0	05-17-79	56.5	.3	1.2	4.60	2.60	0981
Victoria Stations	VSTA	6.88	5.88	6.13	.00	.00	11.00	5.00	.15	-1.57	2.35	-13.24	.35	.58 S	NE	-38.0	1.0	NE	.00	.0	09-19-79	123.4	1.2	1.0	7.67	10.49	0382
Wendys Intl	WEN	14.63	13.50	14.00	-.63	-4.27	16.75	8.16	-.66	-.70	.63	-5.85	1.01	.10 N	10.1	18.0	7.6	12.8	.24	1.7	11-26-82	486.6	36.9	.6	2.56	5.27	1281
Webb Del E	WBB	12.00	9.63	12.00	2.25	23.08	12.00	4.88	-.03	3.42	-1.94	58.97	.56	.81 N	NE	-24.0	1.3	21.8	.00	.0	11-07-80	414.8	5.3	1.1	16.12	13.25	1281
Winners Cp	WNER	16.50	14.25	16.50	2.13	14.78	16.50	6.38	-.45	3.31	-3.32	24.75	.67	.84 N	NC	6.0	2.1	19.6	.00	.0	00-00-00	72.7	1.5	.3	13.37	7.09	1281

KEY: NA—Not Applicable NC—Not Calculable NE—Negative Earnings Q-First Quarter S-Six months N-Nine months F-Fiscal year
**—Other than a quarterly multiple resulting from a fiscal year change.*

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FINANCIAL NEWS

So. Hospitality net profits skyrocket 145% in 2nd qtr.

NASHVILLE—Buoyed by the addition of more than a dozen new fast-food units, Southern Hospitality Corp. reported net profit up 145% to $222,676 for the second quarter ended Nov. 30 compared to the same period last year.

Revenues rose 38% to $6.8 million between the 1981 and 1982 quarters.

For the six-month period, the company reported net profit increased 149% to $414,496 and revenues grew 24% to $12.3 million.

Since the year-ago quarter, the company has opened three new franchised Wendy's burger units and consolidated the business of 12 Mr. Gatti's pizza units which had been purchased from key company officers. The company now operates 22 Wendy's, 12 Mr. Gatti's, and four casual-themed, full-menu restaurants in the Nashville area.

The company said, "the majority of the increase in sales was the result of higher same-store sales." Under construction are another full-menu restaurant and another Wendy's unit.

EARNINGS REPORT

Company	Period	Period Ended	Total Sales*	% Change	Revenues*†	% Change	Net Income (Loss)*	% Change
La Quinta Motor Inns	13 wks. 6 mos.	11/30			$27.347 58.332	9.4 13.1	3.279 8.281	26.5 33.7
Southern Hosp.	13 wks.	11/30			6.765 12.253	37.6 24.1	$222,676 $414,496	144.5 148.8
Pizza Ent. Cent.[1]	12 mos.	9/26			2.621		($437,271)	
Hungry Tiger Inc.	12 wks.	11/26	$12.617	4.4			(126,000)	(65.5)
Frisch's Rests.	12 wks. 28 wks.	12/12			25.954 59.983	4.3 2.7	659,105 1.763	(31.8) (22.3)
Taco Viva Inc.	13 wks. 6 mos.		3.602 7.054	16.3 17.3			147,000 358,000	45.5 78.1

Source: *Company earnings reports*

**In millions*
†In cases where companies do not break out their total sales for all units, revenues are indicated instead. These generally consist of company-owned restaurant sales, franchise fees and rental incomes, royalties and operating income, as well as other miscellaneous incomes, such as interest income and gains on real estate and construction.
[1]Comparative results unavailable; company went public 12/16/81.

Pizza Inn's profits down 29% during third quarter

DALLAS—Pizza Inn's profits for the third quarter, ended Sept. 26 were down 29% to $340,000 compared to the same period last year, the company said.

Revenues for the quarter were up less than 1% to $36,566,000.

Profits for the first nine months of the fiscal year were down 10.5% to $1,224,000, compared with the first three quarters last year. Revenues for the nine months were up 1.8% to $105,596,000.

Increased Expenses

The company indicated that profits were affected by increased advertising and promotion expenses for its newest product, deep-dish pan pizza.

"We consider the investment necessary and believe it positions us well to profit from an economic upturn," the company said.

The pan pizza has been rolled out nationally and accounts for more than one-third of Pizza Inn's total sales, according to the company.

Pizza Inn also said it increased advertising and promotional spending "to protect and increase its share of the market during the current economic environment."

The company cited a report on restaurant trends that showed Pizza Inn increasing its share of the market by 1%.

Luby's profits climb 25% for 1st quarter

SAN ANTONIO—Luby's Cafeterias Inc. reported net profits rose 25% to $3.2 million for the first quarter ended Nov. 30 compared to the previous year's period.

Revenues were up 12% to $34.1 million for the quarter from a year ago.

During the three-month quarter, a new cafeteria was opened in Tulsa, Okla., with new units under construction in Lake Jackson, Mesquite, Baytown, Tex., and San Antonio.

Two companies make 1st stock offering

Two companies—the owner of the Village Inn restaurant chain and a franchisee of Chuck E. Cheese's Pizza Time Theater—have made their first public stock offerings.

Vicorp Restaurants Inc., based in Denver, has offered 990,000 shares of stock. Peter Doane, secretary-treasurer, said net proceeds from the stock sale and a related inter-company debt payment would be $4.8 million.

Vicorp is the franchisor of the approximately 180-unit Village Inn chain (at least 52 units are company-operated). The company also operates new concepts called Varieties (one in Omaha) and The Rose, an eating place in an Irish-pub style. Two Rose units are open now, with another two under construction. Doane said eight of nine restaurants acquired recently from Foodmaker Inc., a subsidiary of Ralston-Purina, would be converted to The Rose. The ninth unit will remain a Mexican restaurant.

Doane said the proceeds from the stock offering would be used primarily to repay debt, much of which was incurred in the acquisition from Foodmaker.

The stock's selling price at the time of issue was $10.25.

For the first three quarters of fiscal 1982, ended in July, gross revenues were $31.8 million and net profits were $1.45 million.

The other company that made a recent first offering is Family Entertainment Centers Inc. of Rockville, Md.

Family Entertainment offered 475,000 shares, which had a market value of $10.50 a share. The company expected to earn about $3.2 million from the sale. Alex Brown & Sons and Montgomery Securities are the underwriters.

This company franchises about 12 Pizza Time Theater units, mostly in Virginia and Maryland.

In its prospectus the company said it planned to use about $1.9 million from the proceeds to retire short-term debt and the remainder for the development of two new units.

Forum net flat for first quarter

KANSAS CITY, Mo.—Forum Restaurants reported net profits were practically flat at $149,000 for the first quarter ended Nov. 30 compared to the same period last year when the company netted $150,000.

Revenues declined 9% to $4.6 million from the prior-year period.

Three cafeterias had been closed between the two periods, the company said.

For the year ended Aug. 31, the company posted its fifth net loss in the last seven years. The company is 53%-owned by Harry Pope.

Forum operates nine Forum cafeterias, 14 Waid's restaurants and two food-service management accounts.

Lyon's eying southern California expansion

FOSTER CITY, Calif.—Lyon's Restaurants, faring well in its principal market of northern California against its main rival, Denny's, is eying an eventual expansion of the 50-unit coffee shop chain into southern California.

In conjunction with its parent, Chicago-based Consolidated Foods, Lyon's has planned to grow at the rate of from five to eight new units each year over the next three years. The latest growth projections mark an acceleration of the company's recent expansion pattern.

The five new units opening in 1983 equal the number of Lyon's developed in the preceding two years.

Although Lyon's president Thomas Glikbarg sees the lucrative, but highly competitive, southern California market as the company's logical next target, he does not put a definite timetable on the southern incursion.

Four restaurants have thus far been opened in fiscal '83 ending June 30; a fifth is scheduled to open in June. For the year, the company expects its pretax profits to advance 12%-15% from $4.25 million last year, when sales were $58.4 million. Sales this year are expected to grow to $64 million, a 9.5% increase.

Future outlets are expected to conform to the building type utilized in recently developed units—a 124-seat, 3,900-sq.-ft. model which typically costs just under $1 million to deploy, including land lease, construction and equipment.

Although not a feature of recent outlets, Lyon's has a full bar operation in about 30 units, contributing from 15% to 20% of the chain's total revenues.

Average Sales

Average annual sales per unit are just under $1.3 million currently, with 35% of business done at lunch, and about 45% of total volume done at dinner. The other 20% is generated during nonpeak hours of the 24-hour operations. The company's promotional efforts and advertising are currently being geared solely toward boosting dinnertime traffic.

Currently, the standard coffee shop menu of burgers, sandwiches, salads, dinners and breakfast items brings an average check of about $3.50 at lunch and $5 at dinner, but menu prices will be raised, "as aggressively as the market can stand," Glikbarg said.

Citing the state of the economy and consumer psychology as the main constraints against raising prices too rapidly, Glikbarg said that standard annual increases of 8% which prevailed through 1980 had been moderated to 7% in '81, and 6% last year.

In addition to its main concentration of units in the Sacramento Valley, San Mateo peninsula and San Francisco East Bay areas (although not in San Francisco proper), the 20-year-old chain operates 10 units outside California—in Nevada, Oregon and Washington.

The closest Lyon's has come so far to the Los Angeles area market is with units in Santa Maria, north of Santa Barbara, and Bakersfield.

The problem Glikbarg expects to face when Lyon's makes its move south is that of sheer distance from the company's home turf. Opening enough units at one time to make mass marketing cost-effective is another matter to be contended with.

"We don't believe in commissaries or distribution centers," he said, indicating that drop shipment of deliveries to southern California stores would be the initial method of servicing its proposed expansion territory.

Church's in N.Y. company-store push

NEW YORK—Church's Fried Chicken has established a foothold in New York City as a company-store market by purchasing 11 of its formerly franchised units here.

William Storm, the chain's senior vice president, said that the company had "for some time wanted to get into the New York market." He declined to disclose the purchase price.

The franchisee was CGL Inc., a company owned by Mexican nationals, Storm said. Because of Mexican currency problems, which resulted in the devaluation of the peso and the freezing of bank accounts, the company was having trouble getting dollars in and out of Mexico. For that reason, Storm said, CGL decided to sell.

He added that it was an amicable buy-out and that the licensee had done "a good job following company rules and standards.

Storm said it would probably be at least six months before changes were made in the New York City stores, which are located in Manhattan, Brooklyn and Queens. He said that prices might be reduced to bring them in line with what Church's charges in other company markets.

There are still other licensees operating Church's units in New York City. Storm stressed that the purchase involved CGL only. Referring to the other licensees, he said, "We have no active program to buy them out."

As of the beginning of this year the Church's system included 1,075 company-owned chicken stores, 242 franchised chicken stores and 62 company-owned hamburger places named GW Jr.'s.

Systemwide sales

Systemwide store sales for the entire chain were estimated at $505 million for fiscal year 1982. Company revenues were estimated at $425 million.

The San Antonio-based chain recently began a five-year drive to establish restaurants in shopping malls in suburban areas and to build upscale units designed for sit-down eating. Most Church's units are in urban areas and concentrate on take-out service.

In most stores 80% of the business is takeout. The first shopping mall unit opened late last year.

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